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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

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OCTOBER 1987 METAL TREATING INDUSTRY SALES UP 4.7% OVER OCTOBER 1986

Sales for October 1987 reached $45.6 million compared to $43.6 million in October 1986. October 1987 billings were second only to those for March of this year.

For the year-to-date, billings reached $421.3 million, an increase of 3.5% over the January-October total for this period of $407.2 million.

Six MTI districts improved their performance over October 1986. For the January-October period, six districts are abover their 1986 totals.

A summary of percentage change by geographic regions follows:

	District	Oct 87 vs. Oct 86	Total 1987 vs. 1986
1	New England (MA-RI-CT)	- 0.9	- 0.8
2	Middle Atlantic (NY-NJ-E. PA-MD)	1.8	- 2.5
3	South Central (W. PA-OH-IN-KY)	1.6	3.9
4	Michigan	4.9	- 3.8
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	4.2	2.1
6	North Central (IL-WI-MN-MO-IA)	11.7	13.6
7	Pacific Coast (CA-AZ-ORE-WASH)	- 0.3	2.5
8	Southwest (TX-OK-AR-CO-LA-UT)	34.2	10.2
9	Canada	- 1.7	4.7

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METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

OCTOBER, 1987

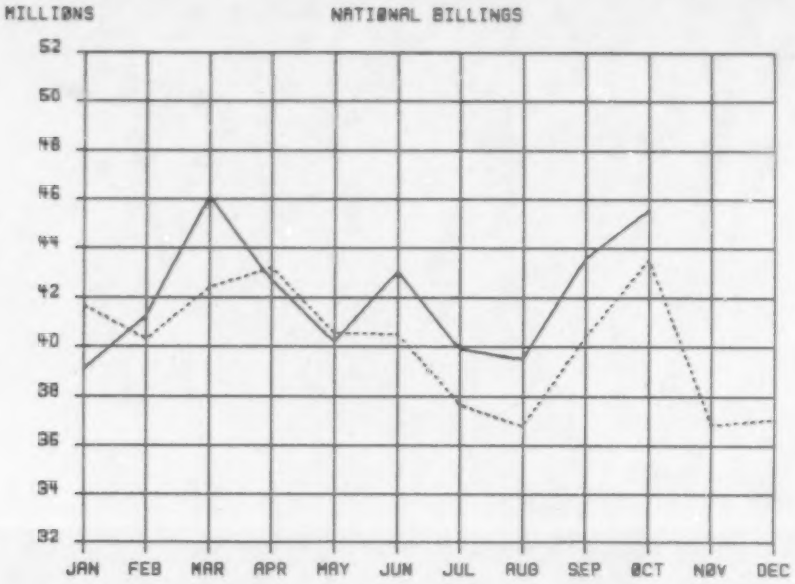
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1986	1987	%	1986	1987
Total	317	43557.3	45614.9	4.7	100.0	100.0
Dist. 1	19	3615.7	3583.4	- 0.9	8.3	7.9
Dist. 2	42	4669.3	4755.4	1.8	10.7	10.4
Dist. 3	61	8159.5	8287.6	1.6	18.7	18.2
Dist. 4	32	5623.6	5898.7	4.9	12.9	12.9
Dist. 5	24	2276.2	2372.8	4.2	5.2	5.2
Dist. 6	50	7033.5	7857.9	11.7	16.1	17.2
Dist. 7	34	5829.6	5814.1	- 0.3	13.4	12.7
Dist. 8	22	2231.4	2995.0	34.2	5.1	6.6
Dist. 9	— 23	4118.4	4049.9	- 1.7	9.5	8.9
Foreign	10					

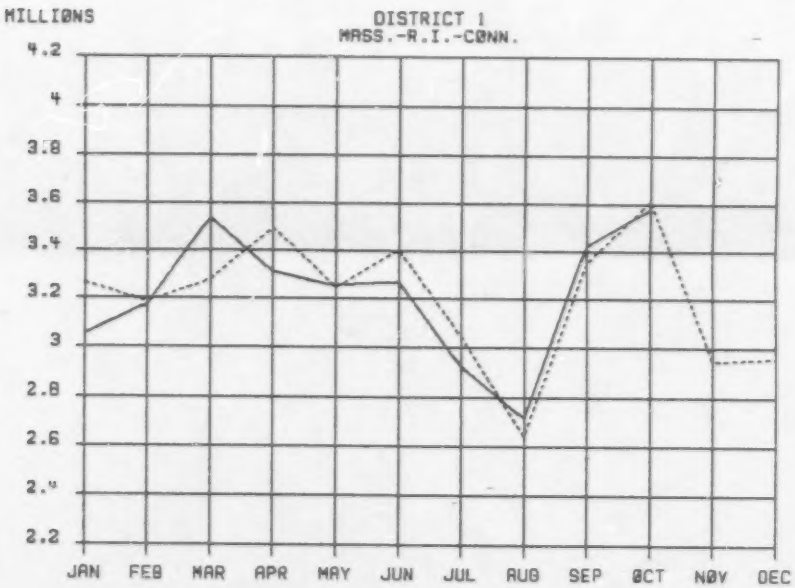
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1986	1987	%	1986	1987
Total	407237.1	421318.1	3.5	100.0	100.0
Dist. 1	32527.7	32260.3	- 0.8	8.0	7.7
Dist. 2	44028.5	42934.5	- 2.5	10.8	10.2
Dist. 3	74827.3	77757.0	3.9	18.4	18.5
Dist. 4	54999.1	52916.5	- 3.8	13.5	12.6
Dist. 5	22988.2	23477.2	2.1	5.6	5.6
Dist. 6	64770.0	73564.1	13.6	15.9	17.5
Dist. 7	55557.8	56961.6	2.5	13.6	13.5
Dist. 8	22053.2	24297.4	10.2	5.4	5.8
Dist. 9	35485.4	37149.4	4.7	8.7	8.8

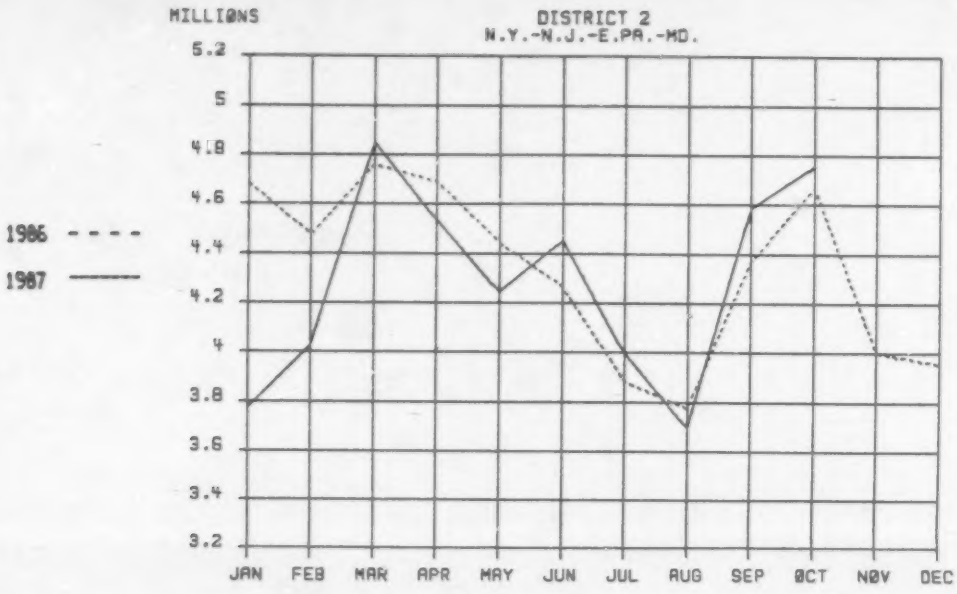
[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 5/87



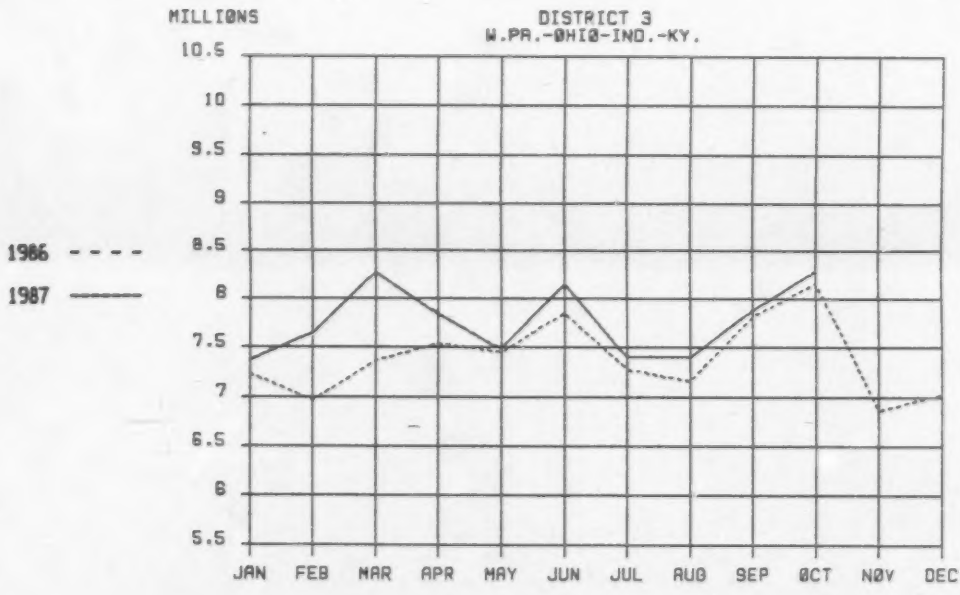
Gain or Loss ½ Change		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	-6.2	2.4	8.8	-1.1	-0.8	6.3	6.0	7.5	7.8	4.7		
	Cumulative	-6.2	-2.0	1.7	1.0	0.6	1.5	2.1	2.7	3.3	3.5		



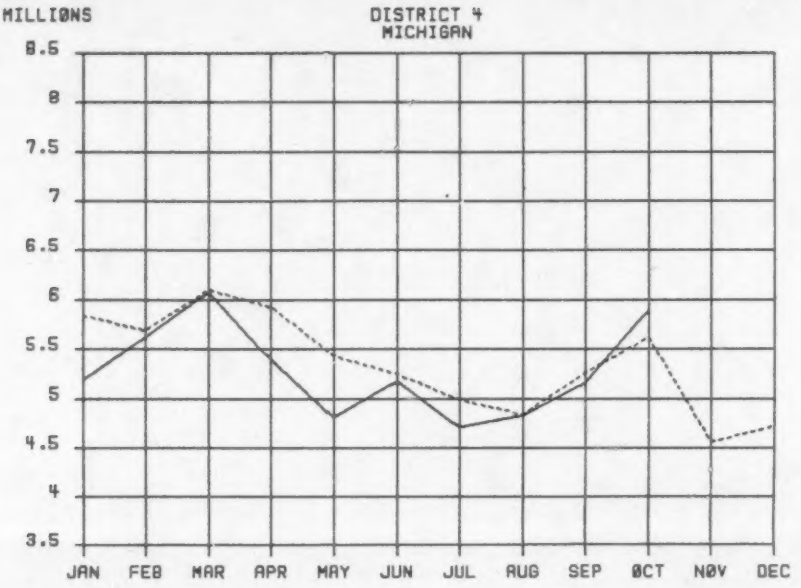
Gain or Loss ½ Change		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	-6.4	-0.4	8.0	-5.3	0.4	-3.9	-3.9	2.8	2.2	-0.9		
	Cumulative	-6.4	-3.4	0.4	-1.1	-0.8	-1.3	-1.7	-1.2	-0.8	-0.8		



Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
% Change	Monthly	-19.4	-10.0	1.8	-3.2	-4.5	4.3	3.0	-2.1	5.0	1.8		
	Cumulative	-19.4	-14.8	-9.1	-7.6	-7.0	-5.2	-4.2	-4.0	-3.0	-2.5		



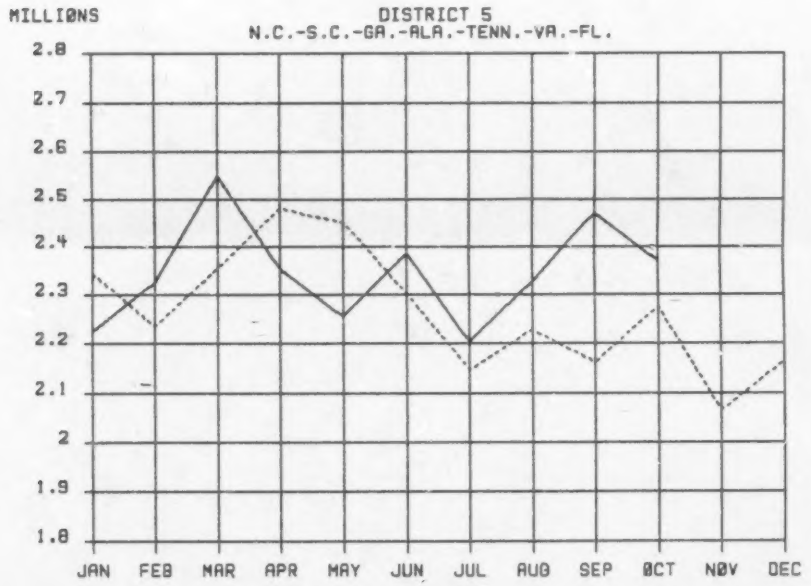
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
% Change	Monthly	1.9	9.7	12.3	4.0	0.5	3.9	1.7	3.4	0.9	1.6		
	Cumulative	1.9	5.8	8.0	7.0	5.7	5.3	4.8	4.6	4.2	3.9		



1986 - - - -

1987 ——

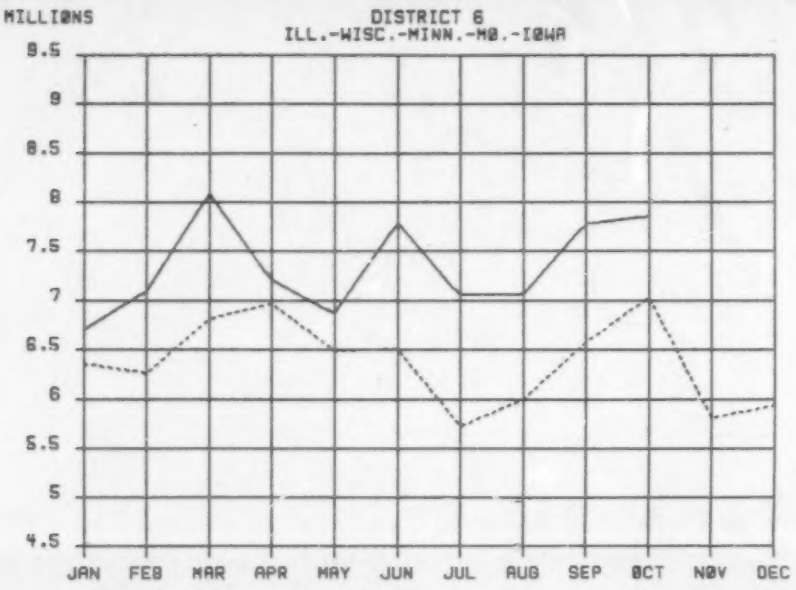
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-11.1	-1.2	-0.4	-8.9	-11.5	-1.4	-5.5	-0.3	-2.0	4.9		
% Change	Cumulative	-11.1	-6.2	-4.2	-5.4	- 6.5	-5.7	-5.7	-5.1	-4.8	-3.8		



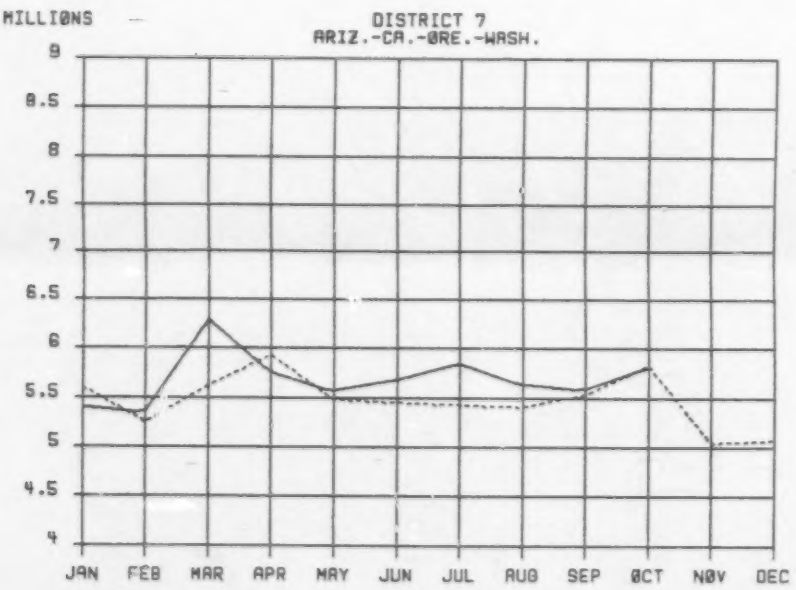
1986 - - - -

1987 ——

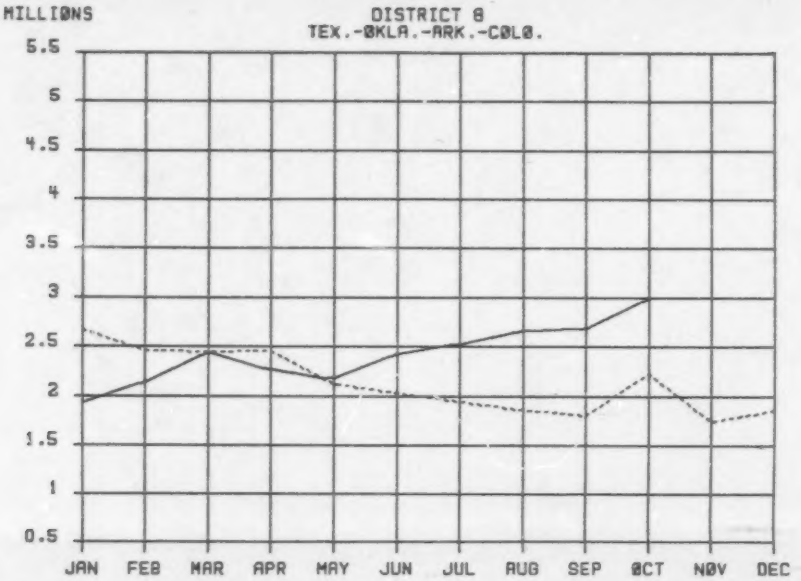
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-5.1	4.0	8.3	-5.2	-8.0	3.6	2.7	4.4	14.2	4.2		
% Change	Cumulative	-5.1	-0.6	2.4	0.4	-1.3	-0.5	-0.1	0.5	1.9	2.1		



Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	5.4	13.3	18.7	3.5	6.0	19.7	23.4	17.8	18.2	11.7		
% Change	Cumulative	5.4	9.3	12.6	10.2	9.4	11.1	12.6	13.2	13.8	13.6		



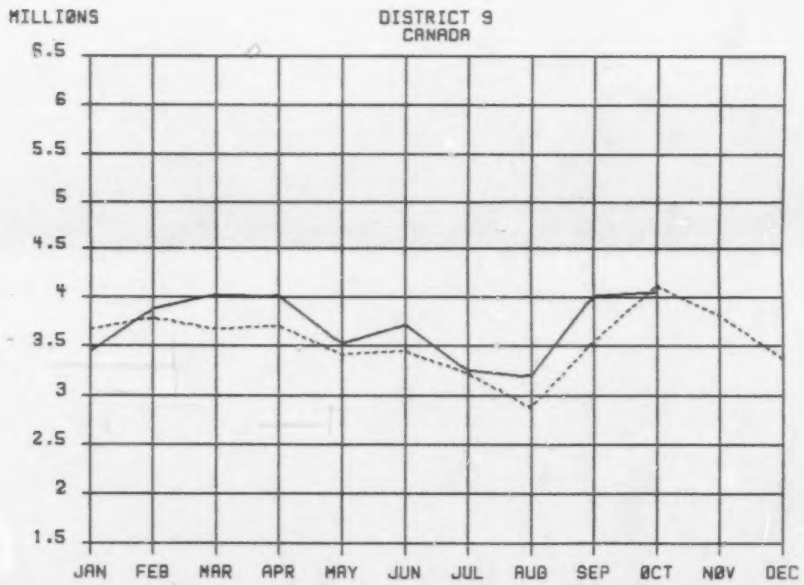
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	-3.7	2.1	11.9	-3.		3	7.6	4.2	1.1	-0.3		
% Change	Cumulative	-3.7	-0.9	3.5	1.7	1.7	2.2	2.9	3.1	2.9	2.5		



1986 - - - -

1987 ———

Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	-28.0	-13.2	0.1	- 7.4	3.1	19.7	29.9	43.3	48.6	34.2		
% Change	Cumulative	-28.0	-20.9	-14.1	-12.5	-9.1	-5.5	-1.3	3.3	7.5	10.2		



1986 - - - -

1987 ———

Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	-6.1	2.5	9.6	8.3	3.3	7.7	1.0	11.2	13.1	-1.7		
% Change	Cumulative	-6.1	-1.8	2.0	3.6	3.5	4.2	3.8	4.6	5.5	4.7		